

## Message Text

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PAGE 01 ANKARA 01014 101058Z

ACTION COME-00

INFO OCT-01 EUR-12 EB-08 ISO-00 ACDA-10 CIAE-00 INR-07

NSAE-00 DODE-00 /038 W

-----101104Z 122728 /10

R 091430Z FEB 77

FM AMEMBASSY ANKARA

TO SECSTATE WASHDC 6393

UNCLAS ANKARA 1014

E.O. 11652: N/A

TAGS: BENC, TU

SUBJECT: EARLY WARNING: TURKISH PLANS TO ESTABLISH ELECTRONICS  
INDUSTRY

REF: 76 ANKARA 7454

1. TURKISH ELECTRONICS INDUSTRY AND TRADE CORPORATION (TESTAS)  
HAS REQUESTED EMBASSY'S ASSISTANCE IN IDENTIFYING AMERICAN  
MANUFACTURERS OF ELECTRONIC COMPONENTS SUCH AS RESISTORS,  
CAPACITORS, TRANSISTORS, IC'S ETC. AND ANALOG AND DIGITAL  
COMMUNICATIONS SYSTEMS, MEASURING INSTRUMENTS, PROCESS CONTROLS  
SYSTEMS AND COMPUTERS FOR CIVILIAN AND MILITARY USE IN ORDER  
TO ESTABLISH BUSINESS CONTACTS FOR FOLLOWING PURPOSES:

- A. TO MARKET PRODUCTS OF U.S. COMPANIES THROUGH DISTRIBUTORSHIP AND  
AGENCY ARRANGEMENT IN TURKEY AND THE MIDDLE EAST;
- B. TO UTILIZE CONSULTANCY SERVICES OF COMPANIES FOR PRODUCTION  
TECHNOLOGY AND EQUIPMENT IN PROJECT DEVELOPMENT INCLUDING ASSISTANCE  
IN TECHNICAL TRAINING, AND;
- C. TO MAKE LICENSE AND KNOW-HOW AGREEMENTS INCLUDING JOINT-  
VENTURE CONTRACTS FOR LOCAL PRODUCTION AND MARKETING.

2. TESTAS COMPANY IS ONE OF THE FOUR RECENTLY ESTABLISHED QUASI-  
GOVERNMENT ENTERPRISES THROUGH WHICH TURKEY'S INDUSTRIALIZATION IN  
THE AREAS OF ELECTRONICS, MACHINE TOOLS (SEE REFTTEL), ELECTRO-  
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MECHANICAL PRODUCTS AND ENGINES ARE INTENDED TO BE REALIZED.

TESTAS, CAPITALIZED AT TL100 MILLION (TL16.50 EQUALS US\$1), IS A  
JOINT-STOCK COMPANY CONSISTING OF SUCH STATE PARTNERS AS MACHINERY AN  
D  
CHEMICAL INDUSTRY CORPORATION (MKEK) AND POST, TELEGRAPH AND  
TELEPHONE ADMINISTRATION (PTT) PLUS PRIVATE ESTABLISHMENTS LIKE

TURKISH NAVAL FOUNDATION AND SEKERBANK. GOAL OF TESTAS IS TO START AND DEVELOP TURKEY'S ELECTRONICS INDUSTRY, SUPPLYING, TO BEGIN WITH, NEEDS OF MINISTRIES OF DEFENSE AND COMMUNICATIONS. IT INTENDS TO PUT UP THREE FACTORIES FOR DIFFERENT PRODUCTS. VENTURE WILL NECESSITATE SUBSTANTIAL FOREIGN FINANCING. REPORTEDLY FEASIBILITY STUDIES COMPLETED BUT COMPANY UNDECIDED REGARDING METHOD OF PROJECT REALIZATION, I.E., TURN-KEY, PACKAGE BASIS, CONSULTING AND ENGINEERING SERVICES, ETC.

3. EMBASSY REQUESTS USDOC TO CONVEY ABOVE INFORMATION TO QUALIFIED U.S. FIRMS (MANUFACTURERS), WHICH SHOULD WRITE TO FOLLOWING ADDRESS FOR DETAILED INFORMATION:

TESTAS - TURKISH ELECTRONICS INDUSTRY AND TRADE CORP.

ATATURK BULVARI 227 - LALE SITESI

ANKARA, TURKEY.

TELEX: 42127 TUSTR

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## Message Attributes

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**Review Markings:**  
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